



# Minutes of the Greater Lincolnshire LEP Manufacturing Committee

28<sup>th</sup> April 2021

MS Teams

Draft Minutes

**Present:**

Darren Joint (Chair, Viking Signs), Ruth Carver (GLLEP), Samantha Harrison (GLLEP), Halina Davies (GLLEP), Charlotte Horobin (Make UK), Garry Wilkinson (NatWest Bank), David Talbot (HCF CATCH Ltd), Neil Harriman (Economic Growth Solutions), Edward Tong (Tong Engineering), Paul Taylor (Dynex), Ahmed Elseragy (Enterprise School of Engineering), Jeannine Thornley (LCC), David Earnshaw (Parkinson Harness Technology), Karen Seal (GLLEP), Neil Main (Micrometrics), Ray Newell (Oakwell Management Services Ltd),

**Apologies and Declarations of Interest -**

**Apologies:** Justin Brown (LCC), Michael Hague-Morgan (Autocraft Drivechain Solutions Ltd), Kevin Ross (NAMRC), Michael Gallimore (UOL), David Caddle (Economic Growth Solutions), Nick Broom (Siemens), Robert Willey (Househam Sprayers), Helen Doughty (SHD Composites)

Full declarations of interest for each individual Committee Member can be found at:

<https://www.greaterlincolnshirelep.co.uk/about/boards/>

**Minutes and Matters Arising (Paper 1) - SH**

**Matters arising**

RC - one of the GLLEP contractual conditions for project is that a member of the Manufacturing Board needs to sit on The Bridge projects Industry Partnership group. Neil Main from Micrometrics is already engaged with this group and could represent the board. IS stated it would also be useful to have wider connections with chemical businesses - **ACTION IS to speak with DT**  
RC addressed this point and Neil Main agreed to undertake this activity. **HD TO ACTION**

**Spark Festival 2021**

RC on behalf of the LEP has agreed to fund an education pack that teachers and educators can use to showcase the sector and inspire STEM engagement. Agreed an update should be on the agenda for next meeting. **JPT TO ACTION**

NM is a member of the Spark Committee and suggested inviting engineering business to come along to give educational view at the Spark event next year likely end June early July 2022.

AE suggested John Latham could give an update on the Spark Festival from the UOL perspective. DJ suggested a drive to increase geographical reach of the event and make it more broadly appealing to other parts of the county.

SH requests to Board continue to cascade the Business Support services available through their networks - **ALL TO ACTION**

All other actions noted as undertaken.

**Inward Investment Propositions - Agri-food, AEM, Low Carbon & Ports and Logistics (Paper 2) - KS**

Agri-food proposition signed off and shared as Paper 2

<https://www.greaterlincolnshirelep.co.uk/funding-and-projects/team-lincolnshire/team-lincolnshire-news/agrifood-sector-proposition-brochure/>

Advanced Engineering & Manufacturing proposition will be forwarded next week - KS thanked members of the Board who have assisted - **KS TO ACTION**

Low Carbon and Ports and Logistics propositions are being worked on.

Agri-food proposition was presented and discussed as below:-

Is already being used as a tool to attract Inward Investment and High Potential Opportunities - a

strong compelling document that can be used when talking to potential investors. Showcases the UK and where the Lincolnshire offering and opportunities sit within the UK. Features a good array of businesses from different subsectors, sizes, supply chain and global players.

Maps are used to showcase where we are in comparison to the UK, other areas covered include R&D, Further Education and Colleges, positive workforce capability, property costs, logistics and transport network etc.

Separate individual site PDF's on the different site opportunities will be used to support this document to ensure a personalised proposition for potential investors - showcasing what we can do to support.

SH stated that our approach has moved to be more pro-active and these tools will be used to target potential supply chain gaps and fits well with our Manufacturing strategy, and directly support the action to secure new inward investment into the sector to enhance our supply chains.

DT confirmed with KS that Katy has been involved with the low carbon proposition.

DT queried whether Low Carbon should be included in all the propositions - KS confirmed that some Low Carbon information will feature in all propositions.

CH observed that a link to why business leaders should move and live here could be included - and KS confirmed there is an opportunity for a stand-alone 'Place benefits' proposition.

KS confirmed that they are receiving a lot of enquiries direct from end-users - EU and UK - in addition to referral organisations like DIT.

KS confirmed these proposition leaflets will be promoted using social media - particularly LinkedIn - which is being used to highlight our compelling offer and promote direct enquiries.

RC stated that we are seeing some positive reshoring activity and these propositions will assist with the promotion of this.

The Board was asked to support and cascade the proposition documents to their contacts. **ALL TO ACTION**

### **GLLEP Update - Verbal - RC**

The **GL Economic Growth Revival Plan** has just launched - a link to the plan is below.

<https://www.greaterlincolnshirelep.co.uk/priorities-and-plans/strategies-and-plans/covid-revival-plans/>

As part of our Contract with the Department for Education, the LEP has to produce an annual local skills report - it's how the DFE understand localities -

[https://www.greaterlincolnshirelep.co.uk/assets/documents/Greater\\_Lincolnshire\\_Local\\_Skills\\_Report\\_April\\_2021.pdf](https://www.greaterlincolnshirelep.co.uk/assets/documents/Greater_Lincolnshire_Local_Skills_Report_April_2021.pdf)

**National Government are reviewing the evolution of LEP's** - this should be concluded mid-July.

This review is being led and in consultation with BEIS and is focusing on how LEP's can be strengthened. The focus will be on Business and Sector Support, Strategic influencing, Innovation, Inward Investment, Net Zero and Skills.

If you would like to know more about the review contact RC direct.

The LEP have formed a new **Defence and Security Advisory Board**

- Joint chaired by Julian Free (UOL) and Alison Ballard (BAE Systems)
- Remit is to grow the defence sector locally with a focus on Inward Investment
- Possible increase of 3000 RAF personnel relocating to the area
- Relocation of the RAF Medical School into Greater Lincolnshire
- Supply chain opportunities - including most of the training taking place in Lincolnshire - good for schools, visitor economy, hotels etc.
- Good cross-over between the Defence and the Manufacturing Board ref supply chain, talent management, skills etc.

- Defence Board update to be on a future Manufacturing Board agenda - **JPT TO ACTION**

**GLLEP has been involved in a Made Smarter bid** to Innovate UK ref Digital Supply Chains with Accenture and Google being the main primes - with the GLLEP to run a UK hub for the food sector on digital supply chains. Down to the last 3 and interviews are w/c 3 May - Ruth to provide update at next meeting - **RC TO ACTION**

DJ queried if the Local Industrial Strategy is off the agenda completely. RC advised that National Policy is currently the UK's plans for growth - effectively a strategy and recovery plan. The Local Industrial Strategy Council has disbanded and their annual report will be available in the next month. The GLLEP still have their Local Industrial Strategy however this hasn't been formally launched. Productivity and growing the economy is still relevant - and the long term agenda remains the same.

DJ observed that it doesn't specifically identify Manufacturing as a sector to grow. RC confirmed that the strategy will not be published without being reviewed and the board will have an opportunity to do so and shape it going forward.

Make UK Defence - CH to introduce colleague to RC - **CH TO ACTION**

### **Freeports Update - (Paper 3) - HD/RC**

The Humber Freeport is one of 7 Freeport's in the UK as announced in the Budget.

A Freeport is where normal tax and customs rules don't apply within its boundary.

The boundary covers a large part of the Humber estuary - up into Hull and almost over to Goole and covers Scunthorpe, Grimsby and Immingham.

Covers 600 hectares for the tax sites - there is opportunity to develop custom and seed capital sites. Early development stage, Shadow Board in place, Steering group meets every 2 weeks, and Working group meets weekly. KPMG were involved in compiling the bid and meets with MHCLG regularly - led by David Gwynne AB Ports and Simon Bird is acting Director of the Freeport.

The consortium that pulled the bid together is currently working on the next steps for the bid.

Business case to be completed by Autumn.

Custom Zones planned in Hull and Humber South Bank (Green Energy), towards Goole (Rail Industry and Innovation centre), Grimsby and Immingham.

Terms of Reference and SLA's should be in place and running by Oct / Nov 2021.

PT stated this ties in with the HPO's detailed in the Inward Investment Proposition presentation earlier.

RC stated that the Tax Zone sites offer significant tangible financial incentives discounted business rates, stamp duty, NI, Capital allowances. Primarily targeting inward investment but other businesses looking to expand or set up new operating units may benefit. Humber is leading the pack and in a good strong position with ambition to be one of the first operational Freeport's in the country.

DJ queried whether there would be similar incentives across all the UK Freeport's - some are fixed and some are to be decided in the budget in October. Business rates may also differ as they are locally controlled. Interested in how the existing funds also connect with Freeport's. Most of the land is empty. The AMEC site will attract inward investment and supply chain opportunities.

### **Grantham College Investment Update incl. Energy and Engineering Centre - (Paper 7) - RC**

Refurbishment has been approved and work should be completed by March 2022.

This initiative will create a new centre through capital investment. Overall project cost of £2.46m with capital investment from the LEP of £1.59m.

It will enable the college to increase their curriculum offer and will deliver 31 new jobs, safeguarding a number of jobs, create dedicated classroom space and an additional 25 new courses on engineering and construction.

DJ had concerns that this may impact the courses currently offered. 'Engineered in Grantham' put a lot of effort to ensure the curriculum delivered courses on skills needed by the SME community. Halina Davies to distribute the new course curriculum to the board. **ACTION HD**  
HD stated that she doesn't believe they will be completely eradicating existing curriculum - but will seek clarification. **HD TO ACTION**  
DE stated that he welcomed any investment into the college sector as in manufacturing it's the best and most critical feed of skills into our businesses. DE is Governor of Boston College and DJ asked if DE could present on what is happening at Boston College at a next meeting - **DE TO ACTION**

#### **Greater Lincolnshire Manufacturing Network (GLMN) Update (Paper 4) - DJ/AE**

AE stated that we are nearing the end of the 1<sup>st</sup> year with 2 events to go. Numbers are looking ok for the next event on Tues 4 May with 25 registered and more expected due to a technology glitch with Collab. More interactive discussion and networking opportunities built into this event - including an extra hour of 'Ask the Expert'. Collab have raised their prices significantly - so other platforms are being explored for the July event.  
AE highlighted that there is some new funding available for Aerospace related companies. The next event is on Tuesday 6 July with the subject matter of Skills and Investment.  
DJ confirmed that it was agreed at the last Board Meeting that the Manufacturing Board would become the Steering Group of the GLMN. DJ requested thoughts and feedback on the last event. DJ requested that more emphasis and time given to interaction and networking activity - to generate Peer to Peer connections. Nottinghamshire network does this very well.  
CH agreed with the above point and said that interaction is key to generate and maintain attendance - and benefit - and build the community. SH also clarified that the GLMN is accessible to ALL GL and Rutland manufacturing businesses - not just SME's.  
AE stated that there needs to be a supportive relationship between the Board and the GLMN. Ideas invited about how we can create the link, and would Board members be happy to facilitate break-out groups?  
PT encouraged the University to talk and work together internally to encourage connectivity and also to moderate competitiveness within departments.  
GW commented that the GLMN should be Industry Leader focused - and that there should be encouragement at the next meeting to stay in the room and network. **DT TO ACTION**  
RC requested volunteers to shape the GLMN and the events - **AE - TO ACTION with DJ, DT, CH and ET**

#### **Covid Recovery Plan Action Update (Paper 5, plus appendices) - JPT / NH**

JPT referred to Paper 5 and asked that everyone cascades information on the support programmes to their networks. **ALL TO ACTION**  
  
JPT noted that manufacturing business were signing up to initiatives like the Manufacturing Transformation Programme and the Supply Chain Programme - but some have constraints on time so progress through the programmes is proving slower than expected.  
  
Peer 2 Peer Networks has been extremely successful and Phase 2 has been commissioned for a further 20 cohorts with at least 2 dedicated to Manufacturing. Marketing is due to commence shortly.  
  
JPT highlighted the Made In Lincolnshire Brochure and asked for all Board Members to send this out to their networks and contacts. **ALL TO ACTION**

The Made In Lincolnshire brochure will be used to highlight the Manufacturing community with success stories, case studies, inter-trading examples etc. It is a document that can be edited in-house so businesses can be added and amended - giving this document a longer shelf-life.

Plans to promote at the next GLMN event

DJ asked for stats to be prepared on how 'visible' the brochure is on-line i.e. click stats on the website.

GW asked that they be provided with some marketing collateral and words to send out via their channels. **JPT TO ACTION**

#### **Manufacturing Growth Programme & Supply Chain Programme - NH**

NH also heralded the Peer 2 Peer Networks as a great success with really positive feedback and confirms that Rutland is included in Phase 2.

The 4<sup>th</sup> Cohort for the Supply Chain Network is scheduled for 9 June - there has been some last minute drop-outs so they are trying to over-book to take this into account.

NH stated that the MGP remains in great demand. Businesses seem to have utilised the past 12 months to make improvements within their business. Through March and April all grants have resulted in jobs created predominantly in the Engineering and Food and Drink sectors with the main activity being in South Kesteven, North East Lincolnshire and East Lindsey local authority areas. Grants have mainly been around Marketing, Productivity and Capacity and Quality and Continuous Improvement.

The regional Manufacturing Barometer was included with the meeting's papers for information. Along with the G Lincs and national insight reports.

#### **EM Digital Industrialisation & Manu Support Framework outline - RC / JPT**

This agenda item was skipped - suggest rollover to next meeting - **JPT TO ACTION**

#### **'If we had 'Made Smarter' in Greater Lincolnshire - what would that look like' discussion - DJ**

DJ stated that his understanding of the Made Smarter programme is that it's mainly about technical consultancy around digital transformation. Restricted to North West businesses.

CH - The pilot has been hugely successful in the North West and digital journey of small businesses is second only to the south East and London - which is really impressive.

The Made Smarter initiative has focus on leadership and skills and embedding the technology into the business.

It has been rolled out in the North of England - with a mapping exercise of all the support for manufacturing businesses across the region, and then the employment of a team of digital advisers to work with each Growth Hub to engage with manufacturers, understand their problems and connect them to what is a busy landscape of business support. Won't be live until the start of May. Talking with Frank at D2N2 about how the LEPS in the East Midlands can collaborate - the Institute for Manufacturing in Cambridge also offer a solution that may work as a foundation step.

Important not to confuse the Made Smarter Commission (backed by BEIS) with Manufacturing Made Smarter being managed by Innovate UK.

SH - In the Towns Deal Work there was a proposal from the UOL for a Made Smarter pilot in Lincoln City, and this will be worked up over the next year.

SH and JPT have been sitting on the group that have been talking about delivering a regional event - this is still in the early stages - but we are keen to work together

RC - Would this be the right thing for Greater Lincolnshire? And what particular things are important? Is this aspirational for the GL area? Which elements are pertinent to our businesses?

There is an appetite for a regional event to talk about IDT's. Beyond that is there something joined up in the budget round that we can put the East Midlands forward to be one of the first areas to roll-out nationally. Shaping is needed from the Manufacturers.

RC - Suggestion to invite a representative from the North West or West Midlands region to give us

an overview of the elements of the programme, and update on how Made Smarter is working in their area and do a diagnostic of what would be good in the Lincolnshire area - **JPT TO ACTION**

**Board Make-Up**

Replacement for Angela Borman to come via new membership on the Employment and Skills Board - potentially to come from the food manufacturing sector.  
Recruitment drive to be undertaken to include representation from the food manufacturing sector and North and North East Lincolnshire and Rutland.  
Current terms of office to be distributed - **SH TO ACTION**  
Nominations for Vice Chair still being encouraged - **ALL TO ACTION**  
Approach all current Board members and gain commitment for continued service on the Board - and suggestions on who else we could approach - **DJ TO ACTION**

**Any Other Business**

Timings on the agenda - **JPT TO ACTION**

**The meeting was closed.**

**Date of next meeting**

Tuesday 13 July - 2.00pm to 3.30pm

**Noted Agenda Items for next meeting**

Update on Spark Educational Pack  
Update on the Defence Board  
Presentation on Made Smarter - Marcus Burton Chair of the Made Smarter Adoption Group  
Boston College skills curriculum update  
Presentation from Paul Deane (Grantham College) ref curriculum heading forward  
Made Smarter presentation from North West or West Midlands Region  
EM Digital Industrialisation & Manu Support Framework outline